



**Exago India slashes  
95% manual work  
with Shipzy :  
from two - hour docs  
to five - minutes**



Exago India, led by Mr. Rahul Varia, exports specialty products through entities in both India and Dubai. Until 2023 their entire export paperwork lived in Excel, forcing one person to juggle documentation, purchasing and banking for every shipment. Switching to Shipzy Export Software transformed those manual tasks into a fast, error-free, cloud-based process.



# Executive Summary



## Business

Exago India (and  
a sister company  
in Dubai)



## Role

Rahul Varia  
- Director



## Key Result

95% reduction in  
manual effort & near  
-zero data errors.



## Old Way

All export  
documents built &  
checked in Excel; 2  
hours pershipment



## New Way

Shipzy generates  
final invoices,  
shipping docs and  
compliance records  
in 5 minutes



# Problem Statement & Key Challenges



## Fully manual Excel workflow

2 hours per shipment; duplicate data entry across docs



## High error rate

Country names mixed up (e.g., Kenya ↔ Tanzania) leading to compliance headaches



## Solo workload

One person handled docs, purchase, bank runs-bottlenecking growth



## Multi-country rules

Separate regulations for Indian and Dubai entities; Excel couldn't enforce them



## No remote access or privacy controls

Team couldn't collaborate securely outside the office



# Evaluation of the Problem

Mr. Varia saw that every extra order multiplied mistakes and late nights. He compared:

- 1 **Staying on Excel** - cheapest, but errors would scale.
- 2 **Generic accounting ERP** - lacked export - specific features.
- 3 **Shipzy** - built for exports, offered cloud access, privacy and rule-based documentation.

**Opinion:** Choosing export - focused software was the only way to keep pace with growing global compliance demands without hiring a full back - office team.





## Proposed Solution(s)

- » **Adopt Shipzy for end-to-end export flow**  
(buyerPO→invoice→eBRC).
- » **Cloud access**  
So staff can create, rectify or approve documents from anywhere.
- » **Role-based permissions**  
Ensuring only authorised users view sensitive data.
- » **Standardised templates**  
That lock key data fields, eliminating country name mix-ups.
- » **Rapid staff onboarding**  
New hires learn the system in under four hours.





# Implementation

Phase	Timeline	Highlights
Data import & setup	Week 1	Migrated product lists and historical info from Excel
Staff training	Days 4 - 5	Team of 6 - 7 learned Shipzy in <4 hours each
Parallel run	Week 2	Cross - checked Shipzy docs against Excel originals
Full go-live	Start Week 3	Excel retired; both India & Dubai entities live on Shipzy
Ongoing support	-	Shipzy support resolves any issue - sometimes even late - evening calls



# Result

Metric	Before Shipzy	After Shipzy	Improvement
Time to prepare full export doc pack	~ 120 min	5 min	-95%
Manual data re-entry points	12+	0	Eliminated
Staff required for docs	1 (overloaded)	1 (with capacity)	Freed time for growth tasks
Error incidents (wrong country, HS code etc.)	Frequent	Rare to none	Near-perfect
Overall manual workload	Baseline 100%	≈ 5%	-95%

“Shipzy is cloud - based, so I can create or fix any document from anywhere. What took me two hours in Excel now finishes inside five minutes and teaching a new teammate takes just three or four hours.

- Rahul Varia [ Exago India ]

**Bottom line:** By replacing fragile spreadsheets with Shipzy's purpose - built platform, **ExagoIndia** turned a one-person bottleneck into a streamlined export engine-ready to scale in both India and Dubai without adding headcount.

